

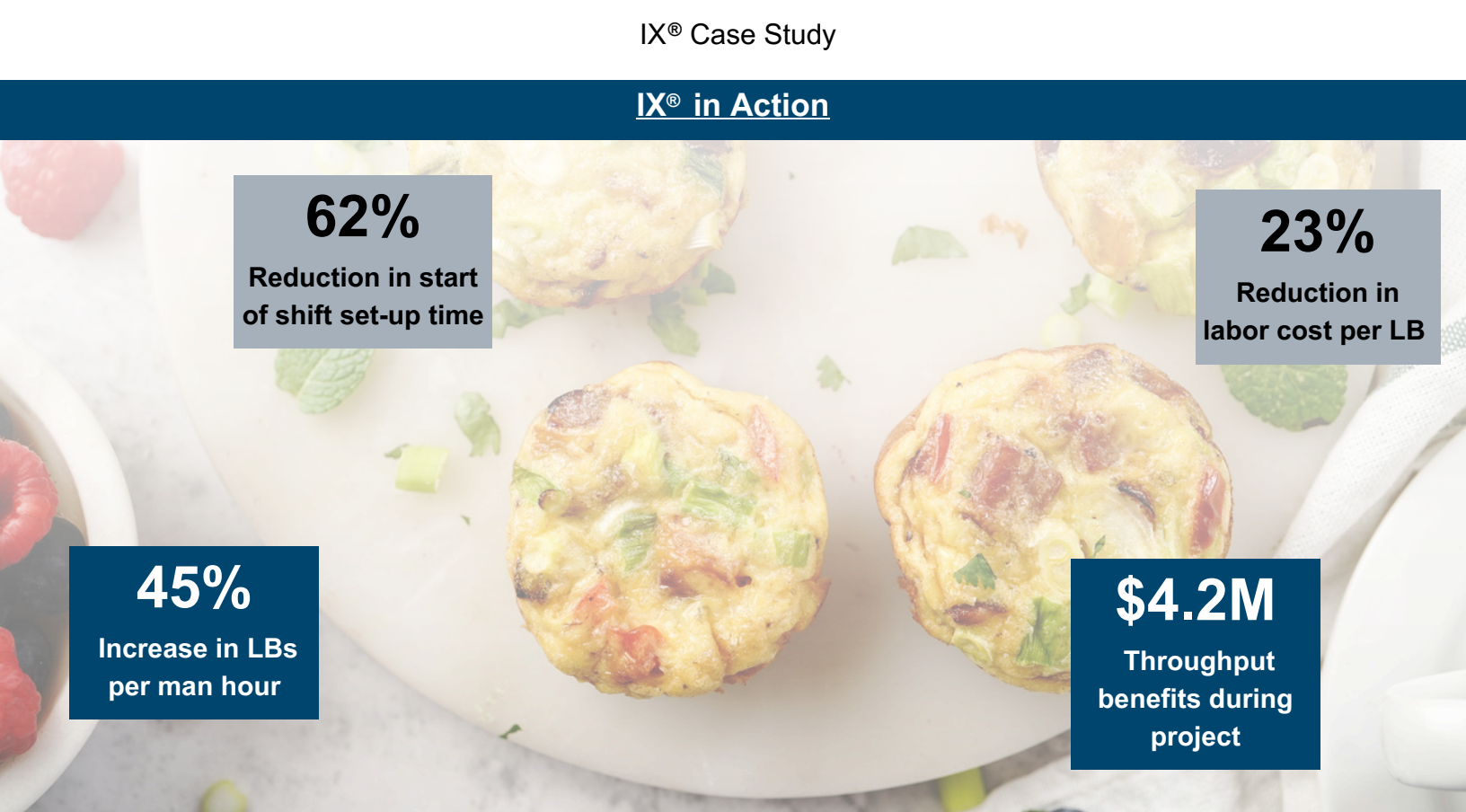


IX[®] Case Study

Driving Operational Excellence and Market Expansion for a Frozen Food Manufacturer



IMPLEMENTATION
ENGINEERS
BEYOND CONSULTING

**62%**Reduction in start
of shift set-up time**23%**Reduction in
labor cost per LB**45%**Increase in LBs
per man hour**\$4.2M**Throughput
benefits during
project

In the fast-growing egg bites market, a mid-size frozen food manufacturer faced operational instability and inefficiencies that threatened its ability to seize market opportunities. Rising costs, throughput constraints, and a capacity shortfall hindered the company's ability to meet ambitious sales growth targets. Implementation Engineers partnered with the client to deliver rapid production enhancements and sustainable cost reductions. By deploying Lean Operations and a High Performance Management Operating System, we achieved a 45% increase in throughput, a 62% reduction in shift setup time, and \$4.2 million in throughput benefits—positioning the client for market leadership and long-term profitability.

The Business Challenge

Operating in a high-demand segment, our client needed to capitalize on the egg bites market's rapid expansion to grow market share. However, operational bottlenecks were driving up costs and limiting scalability:

- **Capacity Constraints:** Startup losses, unfiller gaps, process waste, product giveaway, and packaging reliability issues capped production output
- **Management System Gaps:** Ineffective performance review meetings, underutilized KPIs, manual data collection, and a lack of standardized supervisory tools slowed decision-making and responsiveness

Without swift intervention, these challenges risked eroding margins and stalling growth in a competitive landscape.

Accelerating Efficiency, Unlocking Capacity

Implementation Engineers deployed two integrated workstreams—Lean Operations and High Performance Management Operating System—to address these challenges holistically. During Implementation Execution, we accelerated execution while embedding sustainable improvements.

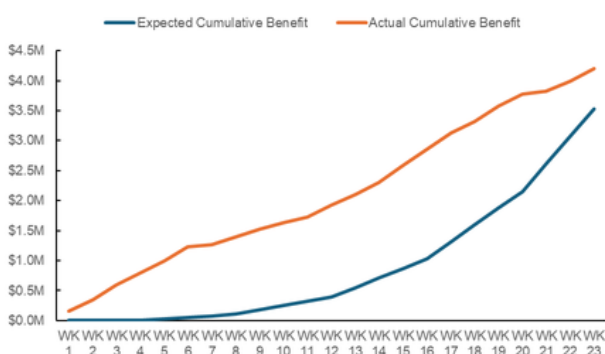
Workstream 1: Lean Operations

We tackled production inefficiencies head-on, optimizing processes to boost throughput and reduce costs:

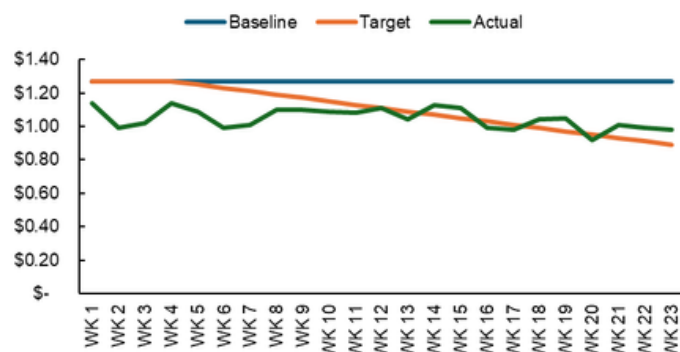
- **6S Program:** Enhanced workplace safety, eliminated foreign material risks, and cut tool search time
- **SMED & Kaizen Events:** Reduced startup and changeover times, enabling faster production cycles
- **Standard Work:** Balanced throughput across the plant, minimizing bottlenecks
- **Waste Reduction:** Introduced product waste tracking and trained staff on streamlined procedures
- **Training:** Delivered 6S, Lean, and SMED workshops to upskill the workforce

Result: A 45% increase in throughput and a 62% reduction in shift setup time, unlocking significant capacity

Cumulative Financial Benefits



Labor Cost per LB



IX® in Action

Workstream 2: High Performance Management Operating System

We transformed the client's management framework to drive accountability, visibility, and continuous improvement:

- **Tiered Meeting Structure:** Improved communication and decision-making across levels
- **KPIs:** Developed and integrated actionable metrics into daily operations
- **Supervisory Tools:** Implemented Leader Standard Work and Gemba walks to empower frontline leaders
- **Automation:** Replaced manual data collection with real-time, electronic visual management boards
- **Standardization:** Created SOPs and work instructions to sustain gains
- **Workshops:** Conducted training on KPIs, SMART goals, Lean principles, and escalation protocols

Result: Enhanced operational efficiency, streamlined decision-making, and a robust framework for ongoing improvement

Measurable Outcomes

The partnership delivered transformative results, aligning operational performance with strategic goals:

- **\$4.2M Throughput Benefits:** Immediate financial impact during the project
- **45% Increase in LBs per Man Hour:** Higher productivity per labor unit
- **23% Reduction in Labor Cost per LB:** Improved cost efficiency
- **62% Reduction in Setup Time:** Faster production startups, maximizing output

Strategic Impact

By addressing capacity constraints and operational inefficiencies, Implementation Engineers enabled our client to meet surging demand and strengthen its competitive position. The Lean Operations workstream drove immediate throughput gains, while the High Performance Management Operating System established a foundation for sustained excellence. With reduced costs and enhanced scalability, the client is now poised to expand market share in the egg bites segment and beyond.

Let's Get Started

- > Schedule a meeting with our team to discuss how Implementation Execution (IX®) can help your organization achieve its goals. Submit an IX® request on our website at www.implementation.com
- > Visit www.implementation.com to read more about IX® and how we have helped our clients create sustainable results
- > Follow us on LinkedIn to stay up to date with the latest industry insights and updates. Join our network to access exclusive content and stay connected with our team of experts

Learn More: www.implementation.com

